



## Financial & Operational Trends – October, 2019

### Net gain in construction value from Building Permit Reports:

	Current year:	One year ago:	Two years ago:
April 1 – September 30	\$9.8 million	\$8.9 million	\$15.0 million

### Fire & Rescue Call Data:

Month	September 2019	2018	2017	2016
Total number of emergencies	390	404	387	403
Percent fire calls	32%	29%	30%	29%
Percent calls downtown area*	70%	55%	69%	68%
Busiest time period by hour	2pm, 6pm, 7pm	8, 9, 10, 11am/ 5, 6, 8pm	10, 11am/ 5, 6, 7, 9pm	7pm
Percent of all calls 11pm to 7am	17%	20%	21%	24%
Number of critical care patients	24	28	33	15
Number multiple/back-to-back	119	187	197	203
Percent of multiple calls EMS	80%	73%	65%	66%
% of emergency responses within 6 min. response time (year-to-date)	80%	81%	83%	85%
Dates w/more than 20 incidents	9/11 (21 calls)	9/7, 9/14, 9/28	Sep. 2 (19 calls)	Sep. 15 (21 calls)
# of times working 3 or more calls	5	20	27	29
Total calls year to date	3617	3831	3643	3497

\*Downtown area covers N.Main St. to Elm St.; Union to Mechanic, and to the By-Pass

### Public Assistance Data:

City Relief				
Fiscal Year	2020	2019	2018	2017
Jul	\$957	\$6,068	\$6,454	\$5,590
Aug	\$5,046	\$5,603	\$6,700	\$5,057
Sept	\$2,981	\$5,008	\$1,624	\$2,310
Oct		\$8,406	\$3,664	\$3,250
Nov		\$9,725	\$7,816	\$3,250
Dec		\$7,436	\$6,516	\$4,606
Jan		\$5,138	\$6,050	\$4,239
Feb		\$8,738	\$5,063	\$2,693
Mar		\$5,671	\$5,232	\$3,184
Apr		\$6,898	\$8,395	\$3,487
May		\$4,319	\$6,262	\$4,351
Jun		\$1,710	\$2,793	\$4,485
Gross Relief	\$8,984	\$74,720	\$66,569	\$46,502
Reimbursements/Liens/refunds	\$1,875	\$1,951	\$ 691	\$ 5,206
01-477-499-0000				
Net Cost of Welfare	\$7,109	\$72,769	\$65,878	\$41,296

**Laconia Police Department – Monthly Activity Highlights:**

ACTIVITY	(September) THIS MONTH	CORRESPONDING MONTH LAST YEAR	TOTAL THIS YEAR TO DATE	TOTAL LAST YEAR TO DATE	% +/-
Calls for service	1,846	1,769	15,760	16,623	-5.19
Criminal offenses investigated	366	401	2,852	3,069	-7.07
Criminal off. cleared by arrest	239	212	1,974	1,921	2.76
Total # of physical arrests	152	126	1,160	1,156	0.35
M/V – Stops	354	248	3,404	3,519	-3.27
M/V – Summonses	17	27	260	318	-18.24
M/V – Written warnings	275	116	2,709	2,633	2.89
Accidents – Fatal	1	0	2	2	0.00
Accidents – Total	45	50	444	471	-5.73
Accidents w/injury	10	16	111	132	-15.91
Parking tags issued	70	22	1,552	1,957	-20.69
DWI	6	1	49	42	16.67
Intoxication	39	39	281	315	-10.79

TYPE OF INCIDENT	# OF CALLS
<b>September, 2019:</b>	
Domestic disturbance	38
All other disturbances	106
Suicidal subjects	7
Attempted suicide	0
Suicide	0
Violation of restraining order	4
Barricaded subject	1

	# OF VOLUNTEER HOURS
<b>Volunteer Hours (LPD)</b>	15
<b>Volunteer Hours (VSU)</b>	26.25
<b>Victims Served</b>	0

**Property Tax Collection:**

	July Warrant Amt.	Dec. Warrant Amt.	Collected thru		Percentage Collected
2013	\$19,134,704	\$20,235,081	\$18,447,194.59	9/30/13	96.41%
2014	\$19,558,097	\$20,640,342	\$18,833,409.81	9/30/14	96.29%
2015	\$20,036,102	\$21,298,380	\$19,255,308.63	9/30/15	96.10%
2016	\$20,785,170	\$21,260,229	\$20,140,585.51	9/30/16	96.90%
2017	\$21,075,701	\$21,895,151	\$20,507,093.98	9/30/17	97.30%
2018	\$21,442,154	\$23,765,321	\$21,358,843.33	9/30/18	99.61%
2019	\$22,563,270		\$22,027,825.30	9/30/19	97.63%

**Motor Vehicle Registration:**

Report as of Date: FISCAL YEAR	Through 9/30/19 BUDGET	Year to date Revenue	Municipal Transportation Revenue	Total Motor Vehicle Revenue	% of Budget
2015	\$2,175,000	\$580,575	-0-	\$580,575	26.7%
2016	\$2,325,000	\$582,898	-0-	\$582,898	25.1%
2017	\$2,500,000	\$587,044	-0-	\$587,044	23.5%
2018	\$2,674,000	\$638,543	\$23,235	\$661,778	24.7%
2019	\$2,875,000	\$693,746	\$23,390	\$717,136	24.9%
2020	\$3,085,000	\$754,454	\$24,785	\$779,239	25.3%

OVERTIME BY DEPARTMENT - Through September 30, 2019

FY20 Budget			FY20 Expenses														FY19 YTD TOTALS	FY19 EXP
	Amount	% of Total	July	August	September	October	November	December	January	February	March	April	May	June	YTD Total	Percent		
<b>FINANCE</b>	500	0.08%	0	0	0	0	0	0	0	0	0	0	0	0	-	0.00%	42	536
<b>LICENSE</b>	250	0.04%	0	0	0	0	0	0	0	0	0	0	0	0	-	0.00%	-	11
<b>PLANNING</b>	2,000	0.31%	120	236	452	0	0	0	0	0	0	0	0	0	809	40.43%	664	2,990
<b>CODE</b>	-	0.00%	0	25	104	0	0	0	0	0	0	0	0	0	129	0.00%	40	136
<b>ASSESSING</b>	-	0.00%	380	61	7	0	0	0	0	0	0	0	0	0	448	0.00%	-	472
<b>CITY CLERK</b>	500	0.08%	0	15	100	0	0	0	0	0	0	0	0	0	115	23.00%	411	884
<b>POLICE</b>	125,000	19.10%	9,782	15,527	21,504	0	0	0	0	0	0	0	0	0	46,813	37.45%	20,005	171,482
<b>FIRE</b>																		
Sick Hurt Coverage	37,000		1,292	1,841	1,588	0	0	0	0	0	0	0	0	0	4,721		6,596	53,982
Personal Time Coverage	39,000		5,692	6,964	1,798	0	0	0	0	0	0	0	0	0	14,453		12,880	32,899
Vacation Coverage	57,000		13,714	15,398	12,609	0	0	0	0	0	0	0	0	0	41,721		32,388	95,760
<b>Subtotal</b>	<b>133,000</b>		<b>20,698</b>	<b>24,203</b>	<b>15,994</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>60,895</b>		<b>51,863</b>	<b>182,641</b>
Extra Duty Coverage	47,000		4,763	3,707	6,736	0	0	0	0	0	0	0	0	0	15,205.82		24,586	50,269
Holiday Pay	122,000		12,409	0	11,520	0	0	0	0	0	0	0	0	0	23,929		21,375	114,162
<b>Subtotal</b>	<b>169,000</b>		<b>17,171</b>	<b>3,707</b>	<b>18,256</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>39,135</b>		<b>45,961</b>	<b>164,431</b>
<b>TOTALS</b>	<b>302,000</b>	<b>46.15%</b>	<b>37,869</b>	<b>27,910</b>	<b>34,251</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>100,030</b>	<b>33.12%</b>	<b>97,824</b>	<b>347,072</b>
<b>WELFARE</b>	200	0.03%	0	9	0	0	0	0	0	0	0	0	0	0	9	4.58%	26	331
<b>PARKS &amp; RECREATION</b>	8,000	1.22%	1,626	-201	344	0	0	0	0	0	0	0	0	0	1,769	22.12%	3,312	10,454
<b>SOLID WASTE</b>	11,000	1.68%	940	3,967	173	0	0	0	0	0	0	0	0	0	5,080	46.18%	4,137	9,521
<b>PUBLIC WORKS</b>	83,000																	
Striping			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
Office			679	1,426	1,097	0	0	0	0	0	0	0	0	0	3,202		1,976	10,457
Road Maintenance			649	700	600	0	0	0	0	0	0	0	0	0	1,949		2,564	6,577
Winter Maintenance			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
Plowing			0	0	0	0	0	0	0	0	0	0	0	0	-		-	94,515
OT - Temp Plowing			0	0	0	0	0	0	0	0	0	0	0	0	-		-	385
Sanding/Salting			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
City Engineering			252	439	283	0	0	0	0	0	0	0	0	0	974		55	914
Drain Maintenance			138	0	0	0	0	0	0	0	0	0	0	0	138		14	237
Parking/Traffic Control			294	60	0	0	0	0	0	0	0	0	0	0	354		1,498	3,222
Signs			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
Parking Garage			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
<b>TOTALS</b>	<b>83,000</b>	<b>12.68%</b>	<b>2,012</b>	<b>2,625</b>	<b>1,980</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>6,617</b>	<b>7.97%</b>	<b>6,107</b>	<b>116,306</b>
<b>SANITARY SEWER</b>	20,000																	
WRBP			303	746	640	0	0	0	0	0	0	0	0	0	1,689		2,549	14,783
Sewer Maintenance			350	57	152	0	0	0	0	0	0	0	0	0	559		27	4,023
<b>TOTALS</b>	<b>20,000</b>	<b>3.06%</b>	<b>653</b>	<b>803</b>	<b>792</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>2,248</b>	<b>11.24%</b>	<b>2,576</b>	<b>18,806</b>
<b>EMS - AMBULANCE</b>																		
Sick Hurt Coverage	11,000		0	1,902	0	0	0	0	0	0	0	0	0	0	1,902		757	8,853
Personal Time Coverage	11,000		0	2,333	472	0	0	0	0	0	0	0	0	0	2,805		1,269	6,245
Vacation Coverage	27,000		1,898	2,298	3,273	0	0	0	0	0	0	0	0	0	7,469		2,667	8,388
<b>Subtotal</b>	<b>49,000</b>		<b>1,898</b>	<b>6,534</b>	<b>3,745</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>12,176</b>		<b>4,694</b>	<b>23,486</b>
Extra Duty Coverage	35,000		3,365	1,688	6,912	0	0	0	0	0	0	0	0	0	11,965		7,246	51,844
Holiday Pay	18,000		2,368	0	1,428	0	0	0	0	0	0	0	0	0	3,796		2,878	16,808
<b>SUBTOTAL</b>	<b>53,000</b>		<b>5,734</b>	<b>1,688</b>	<b>8,340</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>15,762</b>		<b>10,125</b>	<b>68,652</b>
<b>TOTALS</b>	<b>102,000</b>	<b>15.59%</b>	<b>7,631</b>	<b>8,222</b>	<b>12,085</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>27,938</b>	<b>27.39%</b>	<b>14,818</b>	<b>92,138</b>
<b>GRAND TOTAL</b>	<b>654,450</b>	<b>100.00%</b>	<b>61,013</b>	<b>59,199</b>	<b>71,792</b>										<b>192,004</b>	<b>29.34%</b>	<b>149,961.76</b>	<b>771,139</b>

**Parks & Recreation Facility Use Requests:**

	2019-20	2018-19	2017-18	2016-17	2015-16	2014-15	2013-14	2012-13	2011-12
July	10	24	18	4	3	15	2	2	13
August	10	10	15	11	18	4	4	3	0
September	7	4	3	5	4	5	3	1	3
October		6	4	7	5	2	4	2	3
November		3	4	2	6	6	5	4	1
December		0	0	0	4	7	4	12	1
January		11	6	5	9	10	0	3	7
February		6	6	8	13	6	10	12	22
March		8	11	12	9	12	19	10	5
April		5	8	13	8	16	12	11	10
May		9	12	2	8	10	9	7	13
June		1	3	6	11	10	18	14	23
<b>Total</b>	<b>27</b>	<b>87</b>	<b>90</b>	<b>75</b>	<b>98</b>	<b>103</b>	<b>90</b>	<b>81</b>	<b>101</b>

**Pending Grievances Summary:**

Date of Grievance	Union	Subject	Status	Cost through 9/30/19
3/27/17	FIRE	Union claims that City has calculated their leave time incorrectly	<ul style="list-style-type: none"> <li>▪ 4/20/17 - Hearing held with the City Manager</li> <li>▪ 5/16/17 - Second meeting scheduled for further discussion</li> <li>▪ 5/26/17 Grievance denied by City Manager</li> <li>▪ 6/27/17 Arbitration requested by Union</li> </ul>	\$287.50

**Impact Fee Revenues:**

	Total Revenue as of 6/30/2019	Revenue Year-to-Date	Transfer Out FY20 Year-to-date	Total Revenue as of 9/30/19
School	\$66,254.09	-0-	-0-	\$66,254.09
Police	\$211.32	-0-	-0-	\$211.32
Fire	\$12,497.65	-0-	-0-	\$12,497.65
Parks	\$1,745.58	-0-	-0-	\$1,745.58
Roads	\$12,256.22	-0-	-0-	\$12,256.22
Library	\$3,205.64	-0-	-0-	\$3,205.64
<b>Total Impact Fees Collected</b>	<b>\$96,170.50</b>	<b>-0-</b>	<b>-0-</b>	<b>\$96,170.50</b>

**Expendable Trust Balances:**

	Balance as of 9/30/19
Non-Capital Reserve Account	\$234,371.04
Accrued Leave Reserve Account	\$251,751.75
Winter Maintenance Reserve Account	\$80,722.18
Health Insurance Stabilization Account	\$171,237.18
Motorcycle Week Account	\$138,141.76
Fire Stabilization Account	-0-

**Tax Increment Financing Balances:**

	Balance as of 9/30/19
Downtown	\$1,124,573.88
Lakeport	\$29,361.00
Weirs	-\$26,209.49

**Boat Taxes:**

Report as of Date:	Through 9/30/19		
FISCAL YEAR	BUDGET	Year to date Revenue	% of Budget
2015	\$90,000	\$12,845.92	14.3%
2016	\$90,000	\$13,175.27	14.6%
2017	\$85,000	\$10,793.04	12.7%
2018	\$85,000	\$16,398.26	19.3%
2019	\$85,000	\$15,527.36	18.3%
2020	\$90,000	\$29,080.57	32.3%

**EMS Billing History:**

<b>Laconia Fire Deptment EMS Billing Report</b>									
Month 2019-20	#of Trips 2018-19 Billable	# of Trips 2019-20 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	301	284	\$208,560.00	\$114,906.00	55%	\$900.00	\$50,237.00	44%	\$63,672.00
Aug	326	210	\$174,425.00	\$93,709.00	54%	\$200.00	\$39,197.00	42%	\$54,312.00
Sep	288	155	\$105,589.00	\$64,982.00	62%	\$400.00	\$1,849.00	3%	\$62,732.00
Oct									
Nov									
Dec									
Jan									
Feb									
Mar									
Apr									
May									
June									
<b>Totals</b>		<b>649</b>	<b>\$488,574.00</b>	<b>\$273,597.00</b>	<b>56%</b>	<b>\$1,500.00</b>	<b>\$91,283.00</b>	<b>33%</b>	<b>\$180,716.00</b>

<b>Laconia Fire Department EMS Billing Report</b>									
Month '18-'19	# of All Trips 2017-18	# of Trips 2018-19 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	332	301	\$245,798.00	\$124,684.00	51%	\$35,013.00	\$85,318.00	68%	\$4,503.00
Aug	330	326	\$250,814.00	\$133,336.00	53%	\$36,751.00	\$89,124.00	67%	\$26,659.00
Sep	265	288	\$235,003.00	\$121,786.00	52%	\$32,602.00	\$79,424.00	65%	\$5,690.00
Oct	303	306	\$250,187.00	\$135,093.00	54%	\$29,184.00	\$86,052.00	64%	\$14,515.00
Nov	287	279	\$229,134.00	\$118,758.00	52%	\$22,646.00	\$79,767.00	67%	\$11,913.00
Dec	277	258	\$202,294.00	\$99,862.00	49%	\$19,925.00	\$70,203.00	70%	\$6,171.00
Jan	297	279	\$232,711.00	\$113,634.00	49%	\$20,725.00	\$77,049.00	68%	\$12,969.00
Feb	275	276	\$224,488.00	\$112,493.00	50%	\$14,746.00	\$70,497.00	63%	\$26,112.00
Mar	263	383	\$272,356.00	\$129,023.00	47%	\$8,049.00	\$88,450.00	69%	\$30,295.00
Apr	279	274	\$222,627.00	\$107,012.00	48%	\$2,848.00	\$72,344.00	68%	\$38,103.00
May	289	263	\$223,497.00	\$111,000.00	50%	\$1,200.00	\$67,857.00	61%	\$43,546.00
June	350	299	\$229,998.00	\$116,086.00	50%	\$1,665.00	\$68,423.00	59%	\$45,999.00
<b>Totals</b>	<b>3547</b>	<b>3532</b>	<b>\$2,818,907.00</b>	<b>\$1,422,767.00</b>	<b>50%</b>	<b>\$225,354.00</b>	<b>\$934,508.00</b>	<b>66%</b>	<b>\$266,475.00</b>

EMS Expenses:

**EMS EXPENSES FY19  
THROUGH JUNE 30, 2019**

<b>Account Description</b>	<b>Net Budget</b>	<b>Year to Date Actual</b>	<b>Balance Available</b>	<b>Percent Used</b>
REGULAR SALARIES	\$ 315,742.00	\$ 313,643.22	\$ 2,098.78	99.34%
EXTRA DUTY COVERAGE	\$ 35,000.00	\$ 49,488.97	\$ (14,488.97)	141.40%
SICK-INJURY COVERAGE	\$ 10,000.00	\$ 8,852.94	\$ 1,147.06	88.53%
PERSONAL COVERAGE	\$ 10,000.00	\$ 6,663.42	\$ 3,336.58	66.63%
HOLIDAYS	\$ 17,000.00	\$ 16,808.59	\$ 191.41	98.87%
VACATION	\$ 26,000.00	\$ 8,834.28	\$ 17,165.72	33.98%
LONGEVITY	\$ 360.00	\$ 180.00	\$ 180.00	50.00%
EDUCATIONAL STIPEND	\$ -	\$ 3,600.00	\$ (3,600.00)	
SALARY ADJUSTMENT	\$ 4,031.00	\$ -	\$ 4,031.00	0.00%
MEDICARE EXP	\$ 6,618.00	\$ 6,108.15	\$ 509.85	92.30%
WORKERS COMPENSATION	\$ 25,000.00	\$ 21,408.27	\$ 3,591.73	85.63%
HEALTH INSURANCE EXP	\$ 94,188.00	\$ 100,195.79	\$ (6,007.79)	106.38%
NH RETIREMENT EXP	\$ 145,461.00	\$ 133,164.89	\$ 12,296.11	91.55%
TELEPHONE	\$ -	\$ 745.68	\$ (745.68)	
POSTAGE EXPENSE	\$ -	\$ 13.54	\$ (13.54)	
MISC SUPPLIES	\$ 6,000.00	\$ 1,336.42	\$ 4,663.58	22.27%
MEDICAL SUPPLIES	\$ 60,000.00	\$ 50,791.19	\$ 9,208.81	84.65%
PROPERTY & LIABILITY INSURANCE	\$ 10,000.00	\$ 6,734.08	\$ 3,265.92	67.34%
VEHICLE REPAIRS	\$ 25,000.00	\$ 25,000.01	\$ (0.01)	100.00%
INTERNAL SERVICE FUND	\$ 75,000.00	\$ 75,000.00	\$ -	100.00%
GAS/FUEL EXPENSE	\$ 8,600.00	\$ -	\$ 8,600.00	0.00%
TRAINING EXPENSE	\$ 38,000.00	\$ 9,458.50	\$ 28,541.50	24.89%
TRAINING EXP - OTHER	\$ 4,000.00	\$ -	\$ 4,000.00	0.00%
PHYSICAL EXAMS	\$ 2,000.00	\$ 816.00	\$ 1,184.00	40.80%
BILLING/COLLECTION EXPENSE QUICK MED	\$ 65,000.00	\$ 45,591.58	\$ 19,408.42	70.14%
LOCK BOX EXPENSES	\$ -	\$ 4,547.20	\$ (4,547.20)	
EQUIPMENT EXP	\$ 15,000.00	\$ 14,218.75	\$ 781.25	94.79%
EQUIPMENT LEASE	\$ 27,000.00	\$ 28,620.22	\$ (1,620.22)	106.00%
<b>Total</b>	<b>\$ 1,025,000.00</b>	<b>\$ 931,821.69</b>	<b>\$ 93,178.31</b>	<b>90.91%</b>